



Federal Contracting

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Agenda

- ❖ Government contracting training
- ❖ System For Award Management (SAM)
- ❖ Indiana federal contracting methods
- ❖ GSA & FedBizOps
- ❖ Federal small business goals

SBA Government Contracting 101



<http://www.sba.gov/sba-learning-center/series/government-contracting-101>



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Small Business Learning Center

Government Contracting 101
PART 1 – Small Business Contracting Programs



U.S. Small Business Administration

Office of Government Contracting & Business Development

November 2011

Guide for Small Business

Government Contracting 101
PART 2 – How the Government Buys



U.S. Small Business Administration

Office of Government Contracting & Business Development

December 2011

Guide for Small Business

Government Contracting 101
PART 3 – How to Sell to the Government



U.S. Small Business Administration

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December 2011

Guide for Small Business



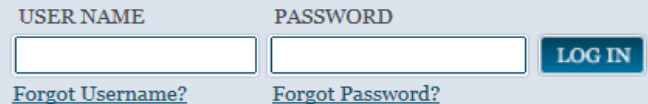
Where To Start?

MUST: Register your company at www.sam.gov

- ❖ Free registration
- ❖ Captures procurement & financial information
- ❖ Establishes EFT information for payments



Registering does not guarantee receiving federal contracts!!!



[Create an Account](#)

HELP

Search Records

Need Help?

If you had an active record in CCR, you have an active record in SAM. You do not need to do anything in SAM at this time, unless a change in your business circumstances requires updates to your Entity record(s) in order for you to be paid or to receive an award or you need to renew your Entity(s) prior to its expiration. SAM will send notifications to the registered user via email 60, 30, and 15 days prior to expiration of the Entity. To update or renew your Entity records(s) in SAM you will need to create a SAM User Account and link it to your migrated Entity records. You do not need a user account to search for registered entities in SAM by typing the DUNS number or business name into the search box.

Indiana Federal Contracting Methods



- ❖ Standardized buying procedures and rules outlined in the Federal Acquisition Regulation (FAR)
- ❖ GSA or FedBizOps for Supplies & Services
- ❖ Indiana Task Order Contract (TOC) for Construction
- ❖ Indiana Indefinite Delivery – Indefinite Quantity (IDIQ) for A&E Services
- ❖ Small Business Administration Set-asides (\$3,000 - \$150,000)
- ❖ Commercial, Open Market Sources

General Services Administration (GSA)



Establish your products/services with GSA at www.gsaadvantage.gov

- 🔍 Questions to ask:
 - ✓ What do you want to sell?
 - ✓ What schedule is it on?

- ❖ Review the GSA solicitation
- ❖ Submit your offer to GSA
- ❖ Negotiate with GSA

- ✓ Registering gives you access to **ALL FEDERAL AGENCIES**, not just the Indiana National Guard!



Registering does not guarantee receiving federal contracts!!!

Federal Business Opportunities (FedBizOps)



Search for opportunities at <http://www.fbo.gov>

- ❖ Online database of procurement opportunities
- ❖ All purchases over \$25,000 advertised on FBO
- ❖ No login is required to view opportunities
- ❖ Learn more about FBO: [Demonstration Videos](#) & [FAQs](#)



Indiana Task Order for Construction



- ❖ 5 year contract
- ❖ Pool of pre-approved contractors
- ❖ Mix of general, mechanical and paving contractors
- ❖ Projects up to \$3,000,000
- ❖ Subcontracting opportunities

Indefinite Delivery - Indefinite Quantity (IDIQ)



❖ IDIQ

- **Architecture & Engineering (A&E)**
- **Environmental Services**
- **Contract Employees**

❖ Multi-year contracts

❖ Pool of pre-approved firms

❖ Subcontracting opportunities

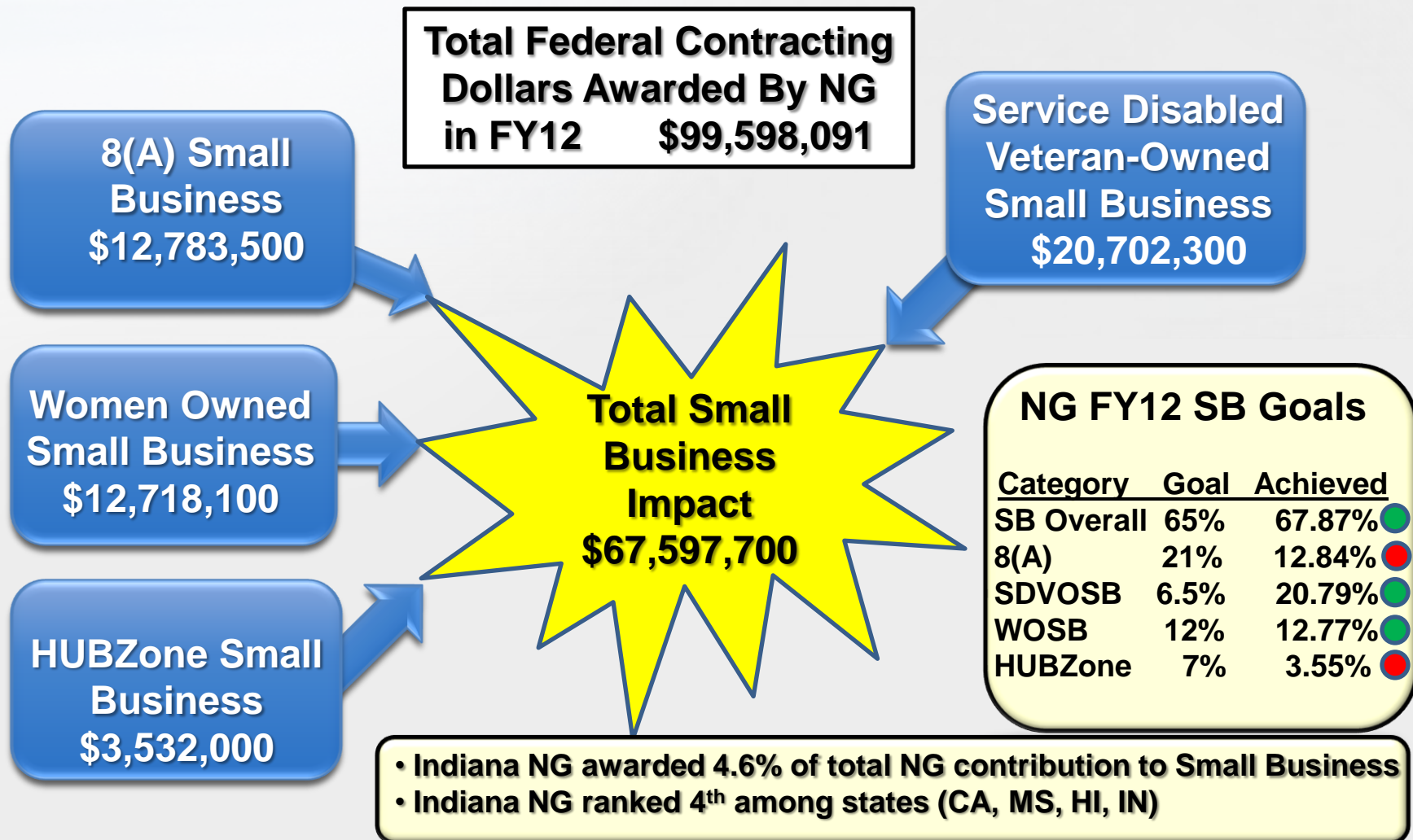


Small Business Administration

- Use of socio-economic set-asides
 - \$3,000 - \$150,000 reserved for Small Business
- FY13 small business goals for National Guard dollars
 - Small business = 64%
 - Small disadvantaged = 17%
 - Women-owned = 9%
 - HUBZone = 5.5%
 - Service Disabled Vet-owned = 8.2%



Small Business Administration





Commercial – Open Market

- \$0 - \$3,000 = Government Visa Card
- \$3,000 - \$25,000 = 3 quotes, issue purchase order to small business
- \$25,000+ = Publicize on-line (FedBizOpps or GSA)



The Rules

You have to know the rules, to play in the game

- Federal Acquisition Regulation (FAR) outlines the rules
- Key small business parts of the FAR include:
 - Subpart 8.4 –Federal Supply Schedules
 - Part 13 – Simplified Acquisitions
 - Part 16 – Types of Contracts
 - **Part 19 – Small Business Programs**

